-IN THOUSANDS OF POUNDS AND DOLLARS-

MG R	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-T-D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJR.-GRD.-GP.
		TRANSFORM PYRANOL A13838																	1050-300-16
1637		GEN ELEC COLUMBUS OH	2.00		2.00														10031427
1637		GEN ELEC CINCINNATI OH				6.75							6.75						10031435
1637		GEN ELEC CINCINNATI OH	6.00		6.00														10031591
1637		GEN ELEC CLEVELAND OH				1.08		1.08											10031893
1635		G E SUPPLY TULSA OK		2.70															00120138
1634		GEN ELEC PORTLAND OR	10.0	3.38	10.0	4.05					4.05								10031516
1637		GEN ELEC ALLENTOWN PA	3.00	1.35	3.00	4.05			4.05										10031508
1637		GEN ELEC SUPPLY BLUE BELL PA		2.70															00120200
1637		GENE ELEC SERV SHOP CEMENTO PA				4.05					4.05								00179108
1637		GEN ELEC JENKINTOWN PA				1.44					1.44								00196444
1637		GEN ELEC W MIFFLIN PA	5.00	57.2	5.00	4.73		.68		2.03		2.03							10031109
1637		GENL ELEC PHILA PA				11.5			2.03		2.03		7.43						10031737
1637		GEN ELEC PHIL PA				.130	.130												10031788
1637		GEN ELEC W MIFFLIN PA																	00119792
1637		GEN ELEC W MIFFLIN PA																	00119849
1637		GEN ELEC YORK PA		2.03		4.73	2.03						.68	2.03					00154172
1637		G E CO KNOXVILLE TN		8.10															00119938
1637		GEN ELEC KNOXVILLE TN		.720															00120197
1637		GENERAL ELECTRIC KNOXVILLE TN				2.03	2.03												00159433
1635		GEN ELEC CORPUS CHRISTI TX		6.75		2.03							1.35	.68					10031044
1635		GEN ELEC DALLAS TX	10.0	5.66	10.0	13.4		5.40	3.38		2.79				1.80				10030994
1635		GENE ELECTRIC CO FREEPORT TX		2.70															00150991
1635		GENE ELECTRIC HOUSTON TEXAS	24.0	14.1	24.0	6.40								.33			3.38	2.70	00150983
1635		G E CO MCALLEN TX		2.39															00120030
1635		GEN ELEC SALT LAKE CTY UTAH		.675		.675			.675										10031192
1637		GEN ELEC ALEXANDRIA VA	5.00	3.90	5.00	4.55										4.55			10032105
1637		GEN ELEC RICHMOND VA	8.00	14.0	8.00	6.21	1.80								4.41				10031621
1635		GEN ELEC SEATTLE WA	5.00	2.03	5.00														10030935
1637		GEN ELEC MILWAUKEE WI	3.00	9.54	3.00	1.35							.675		.675				10031168
1637		GEN ELEC CHARLESTON WV	10.0	18.9	10.0	7.43								4.05		3.38			10031478
1637		G E SER SHOP CHAMBLEE GA	20.0	10.2	20.0	17.0	.68	2.70				1.35	6.08		6.21				10031222
1637		G E SER SHOP CEDAR SPRINGS GA		3.96															10031230
1637		G E SERVICE CLEVELAND OH		3.38		8.87		1.40		6.75					.72				10031389
1637		G E SERV SHOP PHILA PA	30.0	22.3	30.0	39.3			2.8	7.4	6.9	3.1			11.1	8.1			10032156
1637		G E SUPPLY CO DET MICH	45.0	13.5	45.0														10032083
1637		GEN ELEC SUPPLY PHIL PA		1.80		3.60											1.80	1.80	10032113
1634		GEN ELEC SUPPLY SPOKANE WA	5.00		5.00														10032121
		PARENT CUST. TOT-GEN ELEC SCHENE	329	531	309	391	13.0	23.2	36.1	44.9	29.0	77.5	50.8	17.3	41.2	46.8	15.9	15.6	10031850
1635		.GENERAL T & R WACO TX		6.75		5.40	5.40												10033071
1635		.GEORGIA PACIFIC BELLINGHAM WA		.675															10033357
1637		.GEORGIA POWER CO ATLANTA GA				13.0			4.32				4.32		4.32				10033454
1637		.GEORGIA POWER CO FOREST P GA	10.0	13.0	10.0														00120812

WATER_PCB-00042619